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DURBAN CHAMBER OF COMMERCE AND INDUSTRY / TRANSNET PORT TERMINALS



KZN EXPORTER
— OF THE —
YEAR AWARDS
2017

CALL FOR ENTRIES
CLOSING DATE FOR ENTRIES: 01 SEPTEMBER 2017



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T: 031 335 1000 | E: vallir@durbanchamber.co.za

#KZNExporter17

THE RULES

1. Entries and the intellectual property of the entrants will be treated in the strictest confidence.
2. Entries will be judged in two stages by an independent and impartial panel of judges. The initial stage will be based on a written submission from which the finalists will be chosen.
3. The award winners will be announced at the 2017 KZN Exporter of the Year Awards Gala Dinner to be held on the 19th of October 2017 at the Durban International Convention Centre. Winners may be requested to participate in post event publicity.
4. Entries are open to all exporters within KwaZulu-Natal and NOT restricted to Durban Chamber members only.
5. Applicants must be authorised to enter their organisation into the awards programme.
6. Entries should preferably be in typed format.
7. All entries will be acknowledged on receipt. Information included in entries will become the property of The Durban Chamber of Commerce and Industry. Entries will not be returned.
8. The organisers reserve the right to withdraw an award from any applicant supplying false information within their entry.
9. The awards ceremony is held on an annual basis and the 'floating' trophies are returnable to the Durban Chamber of Commerce and Industry at a stipulated date prior to the next event.
10. **The closing date for entries is the 1st of September 2017** by which date entries must have been received at the offices of the Durban Chamber of Commerce and Industry.
11. The judges' decision is final and no correspondence will be entered into.
12. The declaration by the financial manager must accompany each entry form.
13. By registering and completing an entry for the awards you agree to these terms and conditions.
14. The adjudicators judging criteria will be assessed on various aspects of the entry submitted.

Declaration: I hereby agree to the above rules and conditions:

Signed: -----

Designation: -----
(CEO / MD / Regional Manager)

Date: -----

The KZN Exporter of the Year Awards will be adjudicated in the total turnover categories indicated below. **Please tick** the appropriate category that you are applying for: Categories B - J if exporting for more than 3 years and category A if exporting for less than 3 years; Category E is exports into the African markets and category F is only for service providers.

NB: All KZN based exporters are eligible to participate in these awards, irrespective of whether or not they are Durban Chamber members.

A	New Exporter	For exporters who have been exporting for less than 3 years	
B	Small	Less than R25 Million Rands per annum	
C	Medium	Between R25 Million Rands and R100 Million Rand per annum	
D	Large	Greater than R101 Million Rands per annum	
E	Africa	For exporters who are exporting into Africa	
F	Service Providers	For companies providing a service to exporters. For example: shipping agents, clearing and forwarding agents, insurers, financiers, etc.	
G	Manufacturers	For all companies operating in the manufacturing sector in KZN	
H	Agriculture Sector & Agro processing	For all companies operating in the Agriculture and Agro processing sector in KZN	
I	Creative Industries	For all companies operating in the creative industry. For example: arts, culture, film, etc.	
J	Services Sector	For all companies exporting a service, excluding companies providing a service to exporters. For example: shipping agents, clearing and forwarding agents, insurers, financiers, etc.	

ENTRANT INFORMATION

Company name		
Company physical address		
Company postal address		
CEO / Managing Member / Managing Director	Title	
Name of person in charge of exports	Title	
Contact for this application	Title	
Telephone number		Cell No.
Fax number		
Email address		
Website address		
Nature of business		
Main product/service	Sector	
B-BBEE Level		
B-BBEE Information: Please attach a valid and current B-BBEE Certificate		
Year the business started trading		
Year the business started exporting / dealing in exports		

FINANCIAL INFORMATION

Note: All information is strictly confidential.

Information might be subject to an audit by the auditors appointed on behalf of the competition.

Section I: Manufacturers / Producers / Agro – Processors / Automotive / Clothing & Textile, etc (Only)

SUSTAINED EXPORT DRIVE	Financial Year 2013/14	Financial Year 2014/15	Financial Year 2015/16
Exports as a % of total turnover	%	%	%
% increase in export turnover	%	%	%
% local content added in export production	%	%	%
% contributed to net profits by exports	%	%	%

AFRICA EXPORT MARKET	Financial Year 2013/14	Financial Year 2014/15	Financial Year 2015/16
% of exports to Africa of total exports	%	%	%

Section II: Export Service Providers – Shipping Agents; Clearing & Forwarding Agents

SUSTAINED EXPORT DRIVE	Financial Year 2013/14	Financial Year 2014/15	Financial Year 2015/16
Rand value facilitated	R	R	R
Rand value invoiced	R	R	R
% increase invoiced	%	%	%

Section III: Creative Industries / Services / Agriculture etc

SUSTAINED EXPORT DRIVE	Financial Year 2013/14	Financial Year 2014/15	Financial Year 2015/16
Exports as a % of total turnover	%	%	%
% increase in export turnover	%	%	%
% contributed to net profits by exports	%	%	%

Additional critical information

NB: Questions 3, 4 and 5 below are specifically related to exports and support (service provision) of exports to Africa and will be judged for the Excellence in Exporting to Africa category.

<p>1. Countries in which your business operates?</p>
<p>2. Please outline your strategy for business growth through export products or service to Africa, highlighting strategies for both existing market expansion and penetration into the continent's markets. Include trade shows exhibited at or attended in the past year?</p>
<p>3. Please describe your company structure with regard to export sales or services. Do you have a specific export department?</p> <p>a. Do you employ overseas agents to secure your target markets?</p> <p>b. What specific training, if any, is given to staff?</p> <p>Number of staff trained: Total staff compliment:</p>
<p>4. Please state any employment/learnerships created. Also indicate to what extent your employment has increased as a result of your export activities?</p> <p>Employment in the previous year – 2014/15: Employment in the current year – 2015/16:</p>
<p>5. What has been your contribution to social and environmental awareness?</p>

6. Any notable export achievements including awards, accreditations & membership to international bodies?

7. Please outline your strategy for business growth through export products or services, highlighting strategies for both existing market expansion and penetration into new markets. Include staff budget and exhibitions attended in the past year. What impact have these strategies had on sales in export markets?

8. Please supply examples of any steps undertaken to tailor your products or services to the specific export markets in which you operate, including any research and development of new products. How has this affected your sales and marketing strategies? And how has it resulted in a breakthrough into a new market?

9. Outline any research and development that has taken place for export products or services to African countries specifically.

DECLARATION:

I hereby apply for consideration in the 2017 KZN Exporter of the Year Awards and certify that the particulars given herein, as well as, any accompanying documentation, are true and correct to the best of my knowledge and belief.

I hereby agree to submit to an audit process if required.

Signed: -----
(CEO / MD / Regional Manager)

Designation: -----

Date: -----

The closing date for ENTRIES: 16h00, 1st of September 2017

Please forward entries to:

2017 KZN EXPORTER OF THE YEAR AWARDS

ATTENTION: Ms Rokeya Valli

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